

CLARIFICATION



Comparison of our products

We have come across a supposedly technical comparison of our products with others, prepared by another manufacturer. People who do not know the corresponding details could be easily misled by this comparison. That is why we decided to respond to it.

The first thing we need to emphasize is the nature of our products, i.e., air distribution. The mentioned material completely omits that! Příhoda s.r.o produces distribution elements customized for given areas and addresses air flow in individual rooms. Thanks to our many years of experience, a team of air-conditioning and ventilation experts, cooperation with universities and especially 26 years of everyday work dedicated to a single product type, we have reached our current position of a leading world manufacturer. Even the best material is only a less significant part of a product. This sentence can be easily abused, yet we fully stand by it. We are the holders of several international patents and we could state tens of original details of our products. We would never lower ourselves to defame competition products that we cannot know well. We will only concentrate here on rebutting some of the primitive arguments.

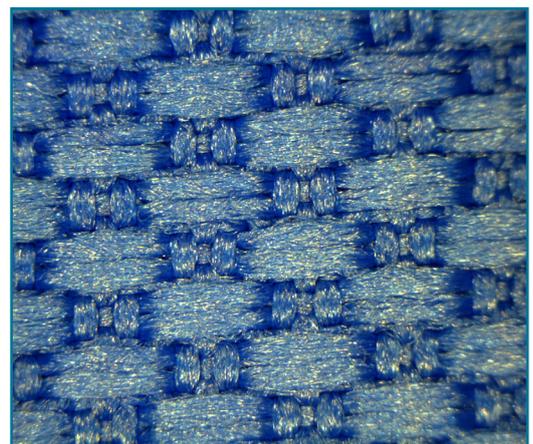
Competitor's claim 1 – Weight

Competitor: Min. 300 g / m² | Material is more robust and durable than a lighter fabric. The shelf life is increased [sustainable investment].

PRIHODA: 230 g / m² only

PRIHODA CLARIFICATION

There is no clear relation between the fabric weight and the given product quality. Far more important than weight is the material strength and the used fibers. However, we do not sell textile, we sell textile diffusers, which are sewn together of individual parts. Any joint of two parts is significantly less strong than the fabric itself. We have conducted hundreds of tests of variously woven materials and we have tried various sewing methods. We tested our shaped pieces and seams considering not only their strength, but especially pressure losses. First using computer simulation, followed by tests in our laboratory. Our current fabrics represent the selected optimum. A higher weight will not bring any benefit to the product users.



CLARIFICATION



Comparison of our products

Competitor's claim 2 - Fire resistance

Competitor: By using branded yarns (from EU production), the flame protection (Bs1-d0) is permanently anchored in the fiber as a solid organophosphorus compound. This cannot be washed out and this permanent, flame-retardant connection remains 100% even after repeated washing. These same branded yarns (Trevira CS or Diolen Safe) are e.g. used in flight or car seats.

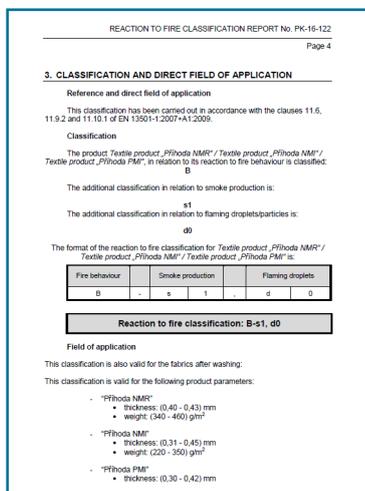
A 100% safe product in fire protection thanks to a permanently anchored connection in terms of flammability over years and washing cycles.

PRIHODA: Use of easily inflammable fabrics in which a subsequent chemical treatment of the flame retardant is impregnated. This flame protection decreases with the number of washes and / or with aging.

PRIHODA CLARIFICATION

Fire resistance of our fabrics is continuously confirmed by authorized testing facilities around the world. And even though it is not our obligation at all, we have also tested our fabrics after they have been washed many times. For example, the PMS fabric is not chemically modified at all, yet it complies with EN 13501 in class B, s1, d0 and with the demanding UL certification. It is a proof we use fibers of a high quality. The claim of the rival company is completely false.

By the way Prihoda is supplier of fabric air ducting&diffusers for Siemens, Stadler, Skoda and several other vehicles manufacturers. Our products can be found in hundreds wagons of trains, trams and metros. Yes, we prefer to use our fabrics for air distribution system rather than for seats.



CLARIFICATION



Comparison of our products

Competitor's claim 3 - Color stability

Competitor: Colored fabrics from “competitor” are colored in a special high-temperature dyeing process specifically tailored to polyester. The latest technologies are used in which the fabric is dyed in an autoclave under pressure at a temperature of 130 ° C. During the dyeing process itself, the surface of the polyester fiber is broken down under the conditions mentioned, so that the dye pigments sublime into the fiber and anchor themselves there. After the polyester has cooled down, the surface closes again and the dye pigments are permanently and largely UV-stable embedded in the polyester fiber. This achieves maximum lightfastness and the dye in the fiber is also optimally protected against mechanical influences such as washing processes and the like.

The color of the textile material remains the same for years and washes and guarantees a consistent, clean appearance of the product.

- **PRIHODA:** Color fastness decreases with the number of washes and encourages the color to “bleed out”. This is due to a different dyeing process without a high-temperature dyeing process.

PRIHODA CLARIFICATION

Our fabrics are exclusively made of multifilament fibers and they evince the highest possible color stability. During our 26 years of operation we have delivered tens of thousands of orders, and yet we have not recorded a single warranty claim or complaint related to color stability. The claim of the rival company is completely false.



CLARIFICATION



Comparison of our products

Competitor's claim 4 - Membrane flap

An actuator is used at the beginning of the hose, which controls an internal membrane. This membrane then in turn controls the alternate use of operation for cooling and heating.

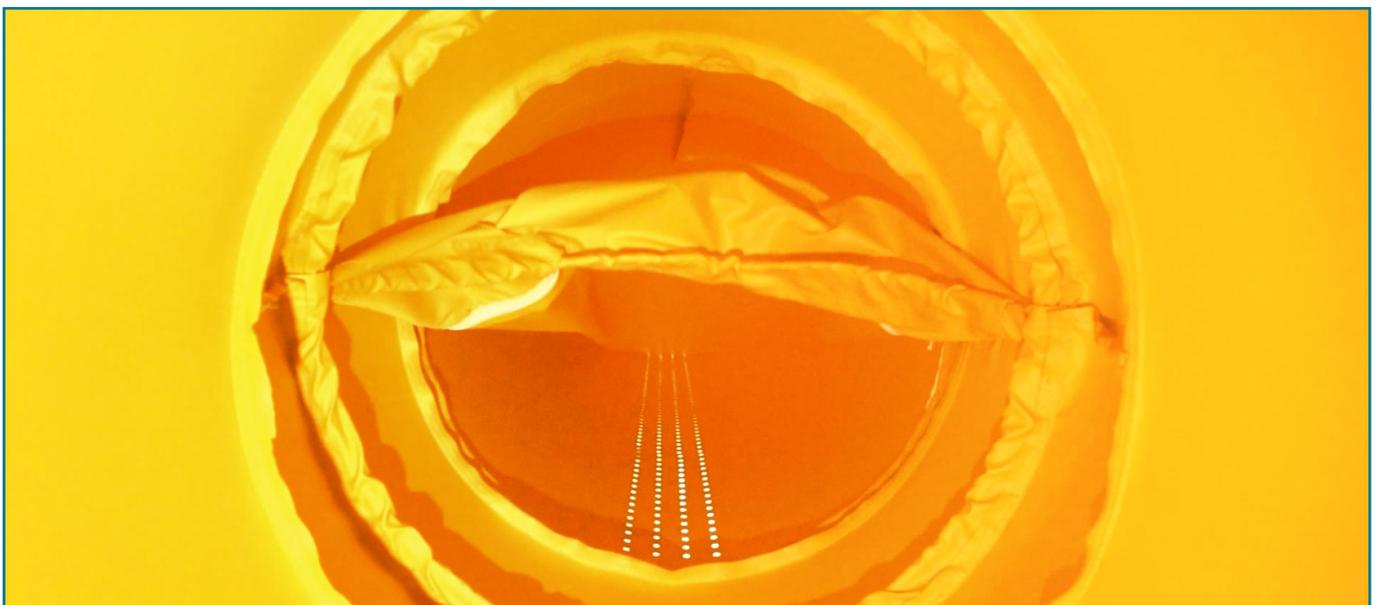
Competitor: Use of an actuator made entirely of metal. This ensures quick and easy assembly of the internal membrane. Thanks to our further development from 2017, this can be installed with a simple zipper AFTER the bracket within a few seconds. A servomotor from the brand leader Belimo with 20 Nm is used to control the bracket. These reflect the highest quality and reliability in use.

Simple and time-optimized assembly of the membrane for maintenance. This ensures that the system will be washed very quickly over the years. Furthermore, this can be done by employees with less knowledge since „ONLY“ a zipper has to be separated here. The use of Belimo servomotors ensures a long-term spare parts guarantee, which in turn reflects a short downtime in the event of a possible defect.

PRIHODA: An actuator made of a mix of metal and “coated fabric” is used. The membrane is switched over via an upstream gear unit with an attached motor from a „not well-known“ manufacturer with a lower output (8 Nm). Since a mix of metal and textile is used here, when the system is washed, the entire textile cover must be laboriously dismantled and then reassembled.

PRIHODA CLARIFICATION

We strive to provide products that allow for flawless cleaning by washing. The entire membrane flap can be taken apart and washed. Cleaning of metal parts, especially when as complicated as these flaps, is never perfect.



CLARIFICATION



Comparison of our products

Competitor's claim 5 - Reinforced strips and aluminum profiles

Competitor: Self-developed rail system with the focus on simple, fast and stable assembly. A rail of 500 g / m² with specially developed self-centering rail connectors for the rail lengths to be connected is used. This system ensures that the joints are centered automatically so that the basic suspension of the textile air hose can be easily inserted over the entire length. Furthermore, we use an inherently stable piping (sewn bead on the textile air tube) with attached sliding knobs. This in turn guarantees an optimized assembly and disassembly of the textile air hoses in the event of maintenance.

By using the "Competitor" system, considerable time savings can be achieved when maintaining the hoses will.

PRIHODA: Use of lighter rails (approx. 340 g / m²) without self-centering connectors with the use of a textile-edged piping without sliding knobs.

PRIHODA CLARIFICATION

Our reinforced strips are made of the same materials as the actual diffusers. They are thus of an identical appearance and fire resistance. In combination with our aluminum profiles, they form a very high-quality unit. We supply tens of kilometers of both of these products to a full satisfaction of our customers every year. Our system of aluminium profiles and connectors has been designed in our company and it is made especially for us. It is an optimum for the purpose. If there would be any detail to improve we would do it.



CLARIFICATION



Comparison of our products

Competitor's claim 6 - Eco-friendliness

Competitor: All of our products and textile materials are manufactured exclusively in EU. By using energy management systems according to EN ISO 50001: 2011, we take responsibility for the sustainable manufacture of our products. Competitor company takes responsibility for the environment and has made a conscious decision not to outsource parts of it.

PRIHODA: Production site in Eastern Europe with textile materials from the Far East. Here we cannot evaluate the sustainable manufacture of the products.

PRIHODA CLARIFICATION

PŘÍHODA s.r.o. is certified pursuant to ISO 14001, while our fabrics are certified in accordance with Oeko-tex. The fabrics are made by our subsidiary, thanks to which we can fully control their production process. We are the only manufacturer that offers fabrics that are 100% made of fibers obtained from recycled PET bottles, supplied to us by the American company UNIFI.



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